

North Carolina District Review

March, 2007

U.S. Small Business Administration
North Carolina District

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MOST ACTIVE LENDERS FY 2007

OCTOBER 1, 2006 THROUGH FEBRUARY 28, 2007

<u>LENDERS</u>	<u>7(a)</u>	<u>504</u>	<u>Total</u>	\$ Amount Millions
Large and National Banks				
1. Bank of America	114	2	116	\$3.9
2. Capital One Federal Savings	71	0	71	\$3.7
3. BB&T	32	2	34	\$11.3
4. Wachovia Bank	23	2	25	\$16.1
5. Bank of Granite	21	0	21	\$3.4
Community Express Lenders*				
1. Superior Financial Group, LLC	122	0	122	\$1.1
2. Business Loan Express	29	0	29	\$0.9
3. Innovative Bank	27	0	27	\$0.4
Community Banks				
1. Surrey Bank & Trust Company	24	0	24	\$2.6
2. Community South Bank	6	3	9	\$9.7
3. New Century Bank	7	0	7	\$4.3
Small Business Lending Companies				
1. CIT Small Business Lending	26	0	26	\$13.0
2. Self-Help Credit Union	16	0	16	\$0.9
Certified Development Companies				
1. Self-Help Ventures Fund		29	29	\$16.7
2. Business Expansion Funding Corp.		11	11	\$8.3
2. Centralina Development Corp.		11	11	\$6.7

*Only SBA CommunityExpress loans are tabulated in this category.

SELF-HELP CREDIT UNION COMMUNITYEXPRESS LENDER IN NORTH CAROLINA

We are pleased to announce that Self-Help Credit Union has been authorized as the newest SBA CommunityExpress lender in North Carolina. Under the program, Self-Help will offer loans from \$1,000 to \$250,000, with a 1-14 year term depending on use of proceeds. Self-Help has offices statewide. For more information, visit www.self-help.org or call (800) 476-7428.

CommunityExpress is an SBA loan program that helps small businesses located in low to moderate income areas, minorities, women, and veterans. The program includes free technical and management assistance, which is designed to help increase the loan applicant's chances of success.

SBA CommunityExpress at a Glance:

Maximum Loan Amt: \$250,000

SBA Guaranty: 85% (up to \$150,000)
75% (over \$150,000)

Use of Proceeds: used for most business purposes including start-up, expansion, equipment, purchases working capital, inventory or real estate, acquisitions.

Maturity: Generally 5 to 10 years

Interest Rate: up to 4.75% over prime for loans of \$25,000 or
3.75% over prime for loans over \$25,000 up to \$50,000
2.75% over prime for loans over \$50,000 depending on loan term.

Guaranty Fees: Same as 7(a)

Eligibility: Persons who meet normal requirements for SBA loans. Also, must be located in one of the CommunityExpress designated areas.

Interested in becoming a CommunityExpress lender? Contact your local SBA representative.

FROM THE 7(A) LOAN GUARANTY PROCESSING CENTER: TOP TEN SCREEN OUT REASONS:

1. Repayment ability not demonstrated
2. Incomplete personal financial statements
3. Affiliate information not included
4. Not pledging collateral
5. Personal resources test
6. Incomplete SBA Form 4
7. Lack of Proforma Balance Sheet
8. Business structure not indicated
9. No SBA Form 4
10. No SBA Form 4-i

FY 2007 LENDER RANKINGS OCTOBER 1, 2006 – FEBRUARY 28, 2007

<u>Lender</u>	<u>7(a)</u>	<u>\$</u>	<u>504 Participation</u>	<u>504 Participation \$</u>
Superior Financial Group	122	\$ 1,060,000		
Bank of America	114	\$ 2,919,000	2	\$ 937,500
Capital One	71	\$ 3,705,000		
Business Loan Center	34	\$ 3,279,400		
BB&T	32	\$ 8,246,300	2	\$ 3,022,000
Innovative Bank	27	\$ 405,000		
CIT	26	\$ 12,958,200		
Surrey Bank & Trust	24	\$ 2,566,100		
Wachovia	23	\$ 13,904,400	2	\$ 2,215,500
Bank of Granite	21	\$ 3,403,400		
Self-Help Credit Union	16	\$ 913,000		
SunTrust Bank	10	\$ 593,700	2	\$ 467,500
Capital Bank	9	\$ 655,175	2	\$ 1,990,000
PNC Bank	9	\$ 2,379,300	1	\$ 1,761,000
Banco Popular	8	\$ 3,137,900		
Bank of Stanly	7	\$ 643,100		
New Century Bank	7	\$ 4,275,500		
Small Business Loan Source	7	\$ 2,364,000		
Wells Fargo	7	\$ 235,000		
Community South Bank	6	\$ 5,060,900	3	\$ 4,591,000
Comerica Bank	5	\$ 1,951,300		
Community West Bank	5	\$ 1,003,300		
Coastal FCU	4	\$ 305,000		
Aquesta Bank	3	\$ 1,015,800	1	\$ 305,000
NewTek	3	\$ 381,500		
Southern Bank & Trust	3	\$ 455,000		
Wilshire State Bank	3	\$ 825,000		
Business Carolina, Inc.	2	\$ 300,000		
Fidelity Bank	2	\$ 120,000	3	\$ 828,000
First Citizens	2	\$ 669,200	13	\$ 4,155,250
First National Bank of Shelby	2	\$ 250,000		
First National Bank & Trust	2	\$ 826,000		
Ocean Bank	2	\$ 560,000		
Southern Community Financial Corp.	2	\$ 216,000		
Unity Bank	2	\$ 1,232,500	1	\$ 1,950,000
Asheville Savings Bank	1	\$ 25,000		
Bank of the Commonwealth	1	\$ 200,000		
Cabarrus Bank & Trust	1	\$ 200,000		
Commerce Bank	1	\$ 167,000		
First Carolina State Bank	1	\$ 200,000		
First National Bank - SO	1	\$ 200,000		
Greater Bay Bank	1	\$ 1,849,000		
Irwin Franchise Capital	1	\$ 360,000		
Lexington State Bank	1	\$ 120,000		
Metro City Bank	1	\$ 1,550,000		
Mountain 1st Bank & Trust	1	\$ 100,000		
RBC Centura	1	\$ 200,000	1	\$ 1,644,163
Smith River Community Bank	1	\$ 10,000		
Southern Community Bank & Trust	1	\$ 78,000		
Stearns Bank	1	\$ 300,800		
Temecula Valley Bank	1	\$ 1,968,300	1	\$ 3,320,000
The Bank of Asheville	1	\$ 1,300,000		
The Huntington National Bank	1	\$ 1,442,000		
United Community Bank	1	\$ 412,000		
United Midwest Savings Bank	1	\$ 1,860,000		
UPS Capital	1	\$ 301,000		
Totals	643	\$ 95,658,075		

FY 2007 LENDER RANKINGS OCTOBER 1, 2006 – FEBRUARY 28, 2007

504 CDC Loans			504 Participation	504 Participation \$
Self-Help Ventures Fund	29	\$ 16,742,000		
BEFCO	11	\$ 8,256,000		
Centralina Dev.	11	\$ 6,722,000		
Asheville-Buncombe Dev.	4	\$ 2,760,000		
Wilmington Ind. Dev.	3	\$ 1,513,000		
Neuse River Dev.	2	\$ 3,144,000		
Northwest Piedmont Dev.	2	\$ 1,242,000		
Smoky Mountain Dev.	2	\$ 920,000		
Totals	64	\$ 41,299,000		
Zions			8	\$ 12,723,000
First Bank			2	\$ 498,060
GE Capital			2	\$ 4,967,500
HomeTrust Bank			2	\$ 1,442,500
Regions Bank			2	\$ 1,773,000
State Bank of Texas			2	\$ 5,005,500
Bank of Commerce			1	\$ 515,000
California Bank & Trust			1	\$ 381,000
Carolina First Bank			1	\$ 364,750
Citizens South Bank			1	\$ 913,000
First Charter Bank			1	\$ 185,250
Great Western Bank			1	\$ 1,225,000
Harrington Bank			1	\$ 1,290,000
Lending Source, LLC			1	\$ 1,587,200
Navy FCU			1	\$ 300,000
Peoples Bank			1	\$ 558,418
Shelby Savings Bank			1	\$ 325,250
Yadkin Valley Bank			1	\$ 1,196,000
Totals			64	\$ 62,437,341